

INSURANCE MEN WARY OF SURPLUS

It Is a Tangible and Most Important Asset, Available for Pyrotechnic Financial Operations, and No Detailed Accounting Has to Be Made.

"Ask any of the big insurance men what the surplus is, and he will talk to you for an hour about it. Ask him WHERE it is—and he will show you the door."

This was the dictum of a man very close to the center of live insurance circles when asked to-day what became of the vast sums of money yearly tabulated by the big insurance companies as "surplus."

The Equitable Life Assurance Society alone controls anywhere from \$2,000,000 to \$4,000,000 of surplus. It is said, for which no accounting can be made. The assets of the principal companies mount toward half a billion dollars. The surplus is well up in the millions.

Where is this surplus? What record of its disposition can be found in the companies' reports? To whom does it rightfully belong?

These are three questions which, by their directness, should find a ready answer. Judging, however, by the apparent absence of logical explanation, they threaten to form a trilogy whose veiled abstruseness makes the traditional "Ann's Age" problem look like a primary sum.

Capital Less Plentiful.

When the chief insurance companies were organized, half a century or more ago, capital was by no means as easy to find as it is to-day. Hence mutual organizations of stockholders were formed, which (through their own credit or the credit of their members) would be enabled to carry out and fulfill the special insurances planned. Hence a number of business men backed the companies with their notes for several thousand dollars. These notes formed the companies' capitalization and served as pledges that losses would be paid.

So profitable, however, did the insurance business become that the notes were not only covered but a surplus began to roll up.

This surplus has been swelled by year after year of prosperity, until now the largest companies control among them many millions of dollars, which can only be tabulated as surplus.

They thus find themselves in the unique position of controlling untold sums of money for which they, apparently, can give no accounting. This surplus belongs to some one. To whom does it belong? It is a percentage of the company's assets, which cannot easily be regarded as negligible, or put down to profit and loss.

Again the Conundrum.

The capitalization fund is generally supposed to cover unexpected losses. But what purpose does the surplus serve? The foregoing are questions that many policyholders in New York—and, indeed, throughout the country—are asking.

If there is a definite and legitimate purpose which the millions of surplus are serving, it is considered strange by these policyholders that no itemized record of such purpose can be found among the many columns of annual, semi-annual and monthly reports published by the various corporations.

It is vaguely referred to as "deferred dividends," but the dividends seem long-deferred, and the reply does not wholly gratify the very natural curiosity of the premium-payers.

Two solutions to the surplus problem were at one time advanced by New York legal authority employed for that object. The first plan was that the insurance corporation must cease to take on new business. The alternative was that they must continue to increase their already enormous assets and their surplus. The first suggestion, of course, met with prompt veto; as to refuse to limit new business meant total or partial paralysis of the whole insurance system. If, however, the alternative were accepted, the annual surplus would continue to pile up in still greater ratio every year.

A noted student of insurance matters said today in discussing the surplus question:

Idea of an Expert. "It is difficult to decide offhand just where the surplus really belongs. It is sometimes capitalized for the policyholders; it may also be used as margin to protect the investments of the companies. Much of it is undoubtedly used in what many term 'extraneous methods' of gaining new business. By this I mean the extravagant commissions paid to agents for each new policyholder secured. The advocates of this expenditure claim that such extravagance is necessary in order to bring in plenty of business and to save the companies from dry rot."

"When, as under the present tonnage systems, a company often does not have to account to the individual policyholders for fifteen or twenty years after a time, it is apt to be extravagant, in the idea that in the long run the expenditure will prove justifiable. Certain Philadelphia policyholders of the Equitable are planning action in the matter of surplus. This, taken in conjunction with Senator Dryden's suggestion for Federal supervision, and the clash between the Equitable's two factions, all tend to show that the surplus question is one which demands an early and satisfactory answer."

That answer is not to be found in any of the corporations' published records, and the question remains—"Where is the surplus?"

Mrs. Maybrick's Visit to Sing Sing. The recent visit of Mrs. Florence E. Maybrick to Sing Sing State Prison was a notable event. For the first time in history a former convict was permitted to visit New York State's penal institution. Mrs. Maybrick's visit was arranged by courtesy of Superintendent of Prisons Colman, who gave her the entire to Sing Sing and other State prisons upon request of The Sunday World.

Mrs. Maybrick's investigation of the principal prison and reformatories of the East she has incorporated in a series of splendidly written studies, which will appear consecutively in the New York Sunday World, beginning next Sunday, March 5. They are to be finely illustrated with photographs taken especially for this series.

THE HOUSE IS MADE BRIGHT AND COSY WITH

DIAMOND DYES

Pillows and Table Covers, Curtains, Portieres, Afghans, Tildes, and Chair Coverings may be dyed beautiful and artistic colors.

We have a special department of advice and help for all questions about dyeing. Send sample of goods when possible. Direction Book and 45 Dye Samples Free. DIAMOND DYES, Burlington, Vt.

MILK PRODUCERS VISIT EAST SIDE

Farmers Who Came to Attend Pure Milk Conference Make Personal Inspection of Conditions in Tenement Section.

TAKE EVENING WORLDS HOME TO CIRCULATE.

Account of Conference Printed Therein to Be Distributed at Binghamton Meeting—Getting Evidence Against Embalmers.

Almost all of the farmers who came to New York to attend the milk conference yesterday and visited the east side. Every one of them bought a lot of Evening Worlds to take home, and the report of the meeting and The Evening World will be circulated among the farmers who will be present at the milk convention at Binghamton on March 7.

A committee of milk producers walked through Orchard, Forsyth, Rivington and other crowded streets and examined not only the milk cans and

manner of handling and selling milk, but also took a great interest in the stores where milk, apples, potatoes and other farm produce are sold. They were astonished both at the bad quality of the stuff sold and at the prices charged.

Criticized Vegetables.

"We wouldn't feed those cabbages and apples to our pigs," said one farmer, pointing to a push-cart loaded with half-rotten apples and a few decaying cabbages.

The editors of the east side newspapers are forming a committee of editors to act with the committee appointed by Chairman Johnson. All of the east side papers have signified their indorsement of the movement.

Representatives of several large wholesalers have manifested a conciliatory spirit since the earnest demonstration of the farmers and the officials of the State Department of Agriculture and the City Board of Health. A most favorable omen of the success of the pure milk movement for the east side was the offer of two representatives of large wholesalers to furnish the names of several of the milk rectifiers and embalmers who supply the east side with bad milk, with a view to having Dr. Darlington put them out of business.

Gathering Evidence.

Evidence is now being gathered against the three leading milk diluters and embalmers, and Dr. Darlington says that he expected to proceed against one of them shortly. The names of these men were of general knowledge to all the dealers, and the respectable dealers, who are ninety-five per cent. of the milk dealers, are now gathering evidence against the driving out of the black sheep.

No further action will be taken by the conference committee until after the Binghamton convention, when the representatives of the farmers organization will report the action of Wednesday's meeting to their constituents.



For your next breakfast try a cup of **BENS DORP'S** Don't forget you save 1/2 The Cocoa with the Yellow Wrapper. Free trial sample on receipt of address by Stephen L. Bartlett, Importer, Boston.

SUNDAY WORLD WANTS WORK MONDAY MORNING WONDERS.

Men's and Boys' Collars, 40c. Half Dozen.

Value 15c., 2 for 25c. 35 new, up-to-date styles for choice. Main Floor, 60th St. Section.

ALL CARS TRANSFER TO **Bloomington** LEXINGTON TO 3RD AVE 59TH TO 60TH ST.

Men's and Boys' Cuffs, 60c. Half Doz. Pairs

Value 25c. pair. Five styles; all popular shapes. Main Floor, 60th St. Section.

A Gigantic Clean-Up Sale of Women's Stylish Winter Coats.

About six hundred garments in the lot—many styles, many materials. All sizes, 32 to 44 bust measure. The materials are of

Silk Plushes and Velours, Finest All Wool Kerseys, Montagnacs, Cheviots and Neat Novelty Mixtures,

in black and colorings; finest heavy guaranteed satin linings. These garments are made in the most approved styles, with highest class workmanship throughout.

\$10.00 to \$15.00 Coats **\$4.98** \$18.00 to \$22.50 Coats **\$7.75**

Also quite a varied assortment of \$25.00 to \$30.00 Coats, in the most approved style, at **\$11.75** This is a Bloomington sale that will long be remembered for its really phenomenal values.

Second Floor, 60th St. Section.

Special Sale of Girls' Dresses.

Some very exceptional opportunities are offered at Bloomington's to-morrow for securing some high-class garments for girls, misses and children at extremely low figures. This season's newest models, every one.



Children's Fine White Lawn Party Dresses—a large assortment of pretty styles, with round or square yokes, full deep ruffles, trimmed with either lace or embroidery. Ages 4, 6, 8 years. **\$1.98, \$2.98, \$3.75, \$3.98 and \$4.98.** Girls' White Organdy and Lawn Dresses. Organdy with pointed yoke, tucked with lace inserting, ruffle with inserting and edged with lace. Skirt with two rows of inserting, extra drop skirt. **\$5.49 and \$6.98** Lawn with square yoke of all-over lace, deep ruffle, skirt with tucks and lace. Ages 6 to 14 years. **\$5.98, \$6.98 and \$7.98** Girls' High-Class Dresses, in odd sizes, consisting of plain cashmere serges, cloths and fancy mixtures, all differently trimmed. **\$5.98, \$6.98 and \$7.98** Were \$7.98, \$8.98, \$10.98 and \$13.50; now **\$5.98, \$6.98 and \$7.98** Misses' Skirts in New Spring Mixtures, plain and covered cloths, seven pleated, trimmed with braid or buttons. Ages 14 to 16 **\$3.98 and \$4.98** years. Second Floor, 60th St. Section.

Men's & Women's Watch Sale.

If in need of a reliable watch at a modest price come to the Bloomington Watch Store to-morrow and choose from hundreds of different designs, of which the following are but examples:

Women's Enamelled Watch Sets in many beautiful colors, open-face style, fitted with jeweled movements. Stem winders and set with every watch with pin to match in pretty plush box. Sold elsewhere at \$7. Special. **\$3.49** Men's Thin Model Open Face and Hunting Case Watches, engraved and engine-turned cases, warranted for five years. They are set with seven-jewel standard American movements. Special. **\$5.95** Men's Solid Gold Watches, cases are neatly engraved, engine turned, and set with 8 kt. They are set with seven-jewel Waltham and Elgin movements. Special. **\$19.50** Men's 14kt. Solid Gold Watches, in engraved and engine-turned hunting cases. These watches are in the fashionable 12 size thin models, and are fitted with Waltham and Elgin movements. Special. **\$24.50** Main Floor, Front Centre.

Hosiery Specials for To-Morrow

Men's Silk Embroidered Socks in a variety of patterns to choose from. All sizes. **AT 8c., VALUE 15c.** **Men's and Women's** lisle thread hosiery, in fancy mixtures and lace openwork lisle thread, in a variety of styles; also blacks and tans. Goods that sell for 25c. the whole year round. Nice patterns and all sizes. **AT 12c., VALUE 25c.** **Men's and Women's** imported cotton hosiery, with fancy silk-embroidered insteps; also plain blacks and tans. All dyed by Louis Hermsdorf. Very neat designs. Worth nearly double our price. All sizes. **AT 19c., VALUE 35c.** **Women's** cobweb lisle thread hosiery, silk hand-embroidered insteps, blacks and tans. Most beautiful combination of embroidery effects ever seen in stockings. Fully worth 50c. a pair. All sizes. **AT 29c., VALUE 50c.** **Women's** plain black cotton hosiery. Full seamless. It will pay you to buy several pairs of these 12½c. stockings for 6c., as it is one of the biggest bargains in hosiery ever offered. All sizes. **AT 6c., VALUE 12½c.** **Children's Heavy Ribbed Cotton Hosiery.** Double knee. A strong, serviceable stocking that will stand plenty of hard wear. All sizes. **AT 10c., VALUE 19c.** Main Floor, 60th St. Section.

Trimmed Hats, Special at \$5.00

The Bloomington Millinery Salon on the second floor, ever alert to the first signs of spring, will hold to-morrow an advance sale of new styles in trimmed hats designed expressly for immediate wear.

These are mostly copies of the accepted models in fine imported hats for the spring of 1905, and are

made of *silk straw braids and Pyroxaline, combined with chiffon and maline, and trimmed with roses, foliage and fruit.*

Also chiffon hats in all the new shapes and most popular colorings, exquisitely trimmed with ribbons and flowers. Choice of the entire assortment. **\$5.00** Second Floor, 60th St. Section.

Men's Spring Negligee Shirts.

With Attached or Detached Cuffs.

The material is a splendid quality of woven madras, showing the new raised and cross striped effects so stylish this season. The colorings are clear shades of tan, blue and slate. They are well made and handsomely laundered. You will recognize them as exceptionally pretty patterns and good value at Saturday's special price of **49c** Sizes 14 to 17. Main Floor, 60th St. Section.

CAMMEYER'S SHOE STORE SPECIAL BASEMENT SALE.

The Best Shoes for Everybody.

Our Basement is the Cheapest Family Shoe Store in the city at all times, but when we give these Special Sales the values are extraordinarily high and the prices extraordinarily low.

No one in need of good shoes can afford to miss such an opportunity.



Women's Black Kid Button and Lace, patent leather and kid tips. **\$1.65** Men's Black Kid, Velour and Box Calf Lace and Patent Leather Button and Lace, **\$2.00** Women's Black Kid Button and Lace, Old Ladies' Lace, Patent Leather Shoes and Sister Shoes. **\$1.00** Men's Box Calf, Black Calf and Patent Leather Lace, double soles. **\$1.50** Child's Box Calf Button and Misses' Box Calf Button and Lace, sizes 6 to 10½. **75c** to 2. **\$1.00** Boys' Satin Calf Lace, double soles, sizes 11 to 2, and 2½ to 5½. **\$1.50**

Store Open Saturday Evenings. ALFRED J. CAMMEYER, 6th Ave., Cor. 20th St.



Inauguration of Spring Styles

We sell American clothes for American men. But if London or Vienna sets a style that's good our designer reproduces it, and if the looms of Scotland weave a good cloth that we cannot imitate without sacrificing the goodness, then we buy that cloth direct from Scotland.

Generally, however, "United Statesian" style, material and workmanship are good enough for us.

And we think any well-dressed man will find them good enough for him.

A visit to our Spring exhibition of men's fashions will convince you that we are about right.

Courteous salesmen in our Four Convenient Stores will be glad to "just show" you the new suits, top coats, raincoats, etc., in our Spring stock. Prices of raincoats and light overcoats are from \$10 to \$30. Suits, \$10 to \$28.

Our Custom-\$10 Tailored Suit

The Suit that will hold its shape until worn out, that will fit you with ease and comfort, and that will exhibit a stylishness you'd never expect at a price so low. This Suit differs from the ordinary \$10 suit in that the coat has interlinings of linen canvas instead of burlap; front stiffening of haircloth instead of buckram; serge lining instead of cotton, and hand work on collars, lapels and shoulders instead of machine. Black or fancy Suits, single and double breasted; all sizes and extra sizes are here. We guarantee these Suits and will replace every unsatisfactory one with a new one. Special with us only at \$10.

Custom Tailored Topcoats, Spring coats and Raincoats at \$10

These garments are as good as the Suits at \$10 just described. Hand work, reliable material and honest trimmings make them marvels of value.

New Spring models in youths' clothing. Suits and topcoats start at \$6 and \$8.

Complete lines of boys' Spring clothes, including our special

"Dudley Four-in-One Combination Suit" (a bloomer Norfolk, plain Norfolk, bloomer double-breasted and plain double-breasted—all in one), at \$3.95.

Men's and boys' furnishings at lowest prices compatible with goodness.

Spring 1905 styles in shoes and hats for men and boys. We can clothe you from head to foot.

Get the Habit. Go to **Brill Brothers**

279 Broadway, Near Chambers Street, 47 Cortlandt Street, Near Greenwich, 211 and 219 Sixth Ave., near 14th, 125th Street, Corner Third Avenue.